

Message Text

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11

ORIGIN AF-18

INFO OCT-01 EUR-25 ISO-00 PM-07 NSC-10 SPC-03 SAM-01 SS-20

RSC-01 L-03 CIAE-00 INR-10 NSAE-00 DODE-00 OMB-01

IGA-02 EB-11 COME-00 MC-02 TRSE-00 AID-20 /135 R

DRAFTED BY AF/W:ARMCKEE/AF/RA:ANAVEZ:JS

APPROVED BY AF/W:JLLOUGHRAN

BIC:OED:262:RDFREY

PM/SAS:MR. SMITH

PM/MC:ASUCHINSKY

OASD/ISA:LTC. STEPP

DSAA:MR. GRAND PRE

EUR/NE:CFLOYD

----- 063022

R 042138Z FEB 74

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

INFO AMEMBASSY LONDON

C O N F I D E N T I A L STATE 023052

E.O. 11652: GDS

TAGS: MILI, MASS, NI

SUBJECT: NORTHROP ACTIVITIES/FMG INTEREST IN F-5E AIRCRAFT

REF: LAGOS 0560 AND 0933

1. IBRAHIM AND STROLOGO OF HERWA LTD. MET JANUARY 22 WITH
AF/W AND AF/RA OFFICERS.

2. IBRAHIM DESCRIBED HIS FIRM'S ROLE AS LOBBYIST WITH FMG
IN PROMOTING ARMS AND AIRCRAFT SALES ON BEHALF OF FOREIGN
SUPPLIERS, TAKING CREDIT FOR BOEING SALES TO NIGERIA AIRWAYS.
HE RECALLED PAST US "UNKINDNESS" IN MILITARY SALES POLICIES
AFFECTING NIGERIA, AND SAID HIS FIRM COULD HELP OVERCOME RE-
MAINING NIGERIAN HESITATION TO RELY ON US SOURCES. HE SAID
AGREEMENT HAD BEEN SIGNED PREVIOUS DAY IN DETROIT TO RE-
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PRESENT CADILLAC GAGE IN EFFORT REVERSE FMG DECISION TO BUY

BRITISH ARMORED CARS. HERWA REPS PLANNED VISIT BOEING VERTOL DIVISION FOLLOWING DAY. IBRAHIM INDICATED ONCE MORE THAT NIGERIAN JET CHOICE NOW LIES BETWEEN MIG-21 AND F-5E, AND ASKED TO BE PUT IN TOUCH WITH NORTHROP. HE ALSO EXPRESSED INTEREST IN CONTACTING SUPPLIERS OF 105MM HOWITZERS.

3. WE EXPLAINED DIFFERENCES BETWEEN FMS SALES AGREEMENTS, MUNITION LIST CASES AND COMMERCE DEPT CONTROLLED CASES. WE STRESSED THAT WE COULD NOT GIVE ANY ADVANCE ASSURANCES OF USG APPROVAL OF MUNITIONS LIST ITEMS, BUT ACKNOWLEDGED THAT

WE AT THIS TIME FORESAW NO SPECIAL POLICY PROBLEMS WITH EXPORTS TO NIGERIA. ON BASIS OF PREVIOUS ADVICE FROM NORTHROP, IBRAHIM WAS INFORMED THAT HIS BEST APPROACH TO NORTHROP LAY THROUGH ROTHWELL IN LONDON, BUT WE DID PROVIDE PHONE NUMBER FOR NORTHROP V-P FOR INTERNATIONAL MARKETING GATES. IT WAS STRESSED THAT ANY POSSIBLE ROLE FOR HERWA IN F-5E NEGOTIATIONS WOULD BE STRICTLY BETWEEN NORTHROP AND HERWA. IN RESPONSE TO QUESTIONS ABOUT WHY NORTHROP PROPOSAL FOR F-5E SALE HAD BEEN "WITHDRAWN AT REQUEST OF STATE DEPT," WE NOTED THAT US MANUFACTURERS SOMETIMES UNDERTAKE FOREIGN SALES PROMOTION EFFORTS WITHOUT ADVANCE CONSULTATIONS WITH USG, AND DELAY HAD RESULTED FROM EFFORT TO ANTICIPATE ANY PROBLEMS WHICH MIGHT ARISE IN CONNECTION WITH PROPOSED SALE. WE MADE CLEAR THAT NORTHROP AND EMBASSY NOW FULLY BRIEFED ON USG POSITION.

4. IBRAHIM EXPRESSED SURPRISE THAT USG SEEMED LESS INTERESTED THAN BRITISH AND ITALIAN GOVERNMENTS IN ACTIVELY PROMOTING ARMS SALES TO NIGERIA (IN RESPONSE TO WHICH WE NOTED CONSTRAINTS IMPOSED BY US CONGRESSIONAL SYSTEM). HOWEVER, IBRAHIM READILY CONCLUDED THAT HIS FIRM WOULD HAVE NO ROLE TO PLAY IN NEGOTIATIONS FOR PURCHASE OF HOWITZERS AND OTHER MUNITIONS AVAILABLE ONLY FROM USG (DESPITE ASSERTION ADVANCED BY STROLOGO THAT HERWA PLAYED CENTRAL ROLE IN PROCESSING TENDERS FOR ALL MAJOR FMG ARMS PURCHASES). HERWA REPS DEPARTED EXPRESSING APPRECIATION FOR DEPT'S ASSISTANCE.

5. NORTHROP V-P GATES WAS ADVISED OF SUBSTANCE OF ABOVE
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ON JANUARY 22. WITH GATES AND ROTHWELL NOW BOTH IN EUROPE, DEPT HAS BEEN UNABLE ASCERTAIN WHETHER ANY SERIOUS DISCUSSIONS WITH IBRAHIM ENSUED BUT NORTHROP REP LINARDOS INDICATED FEBRUARY 4 THAT NORTHROP ALSO TALKING TO ANOTHER POSSIBLE INTERMEDIARY AND WE GATHER NO ONE HAS BEEN ENGAGED TO DATE. (HE SAID THIS POSITION WAS ALSO DESCRIBED TO EMBOFFS BEFORE LEAVING LAGOS JAN 31.) KISSINGER

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